



Top 50 CPA Firm

Problem:

One of the top 50 CPA firms in the U.S. wanted to expand Management Advisory Services. They were offering occasional consulting services with limited resources assigned to engagements.

Solution:

We took on the role of Senior Consultant and Principal and advised that they enter new markets and provide consulting services to their clients. We standardized all forms and procedures including EDP audits and productivity measurement (which were implemented as standards by the New York State Society of CPAs). We built a network of 135 qualified hardware/software vendors, using their services at clients. We evaluated vendor organizations, products and services in order to guarantee performance to clients - part of our differentiation strategy.

We conducted over 35 seminars in 18 months and prepared and managed over 125 RFP's, which included evaluating over 1,500 responses

Results:

We built and directly managed a consulting staff of 15 and indirectly a staff of 80, with a realization factor of 92% all at top billing rates.

We built a pipeline of 700 high probability prospects which resulted in a revenue increase equal to 20% of the entire practice.

Today's business climate requires a strategy to get ahead. You need to identify what differentiates you from the competition, capitalize on that strength and deal with your weaknesses - treat, terminate, tolerate or transfer (4 T's of risk management).

At GAP Enterprises, LLC we can help with our tailored programs designed to help you develop a strategic plan and execute a differentiation strategy, guaranteed to help you succeed! We start with a brief survey of your capabilities, analyze your resources and develop a plan. If you follow the plan, you will succeed!

Strategic Planning forces you analyze your strengths and weaknesses and identify opportunities and threats that affect your corporate objectives. This is also known as a SWOT (Strengths; Weaknesses; Opportunities; Threats) analysis. Strengths and weaknesses are internal factors over which you should have control. Opportunities and threats are external to your business, over which you may not have control. Your goal is to match your resources and capabilities to the competitive environment in which you work.

While our expertise is broad, we do have history in specific industries/disciplines:

Certified Public Accountants	Law Firms	Software Houses
Retailers/Etailers	Manufacturers	Importers/Wholesalers
Startup strategy	Enterprise Risk Management (including Sarbanes Oxley)	

Whether we develop a strategic plan for expansion worldwide, reorganize your existing operation (including Sarbanes-Oxley compliance) or design and develop an effective marketing program, you can be sure of results. With over four decades experience in the business world in various management capacities, our partners and staff can save you time and money with their extensive expertise.

Tell us about your organization (see below) and we will contact you within 24 hours to discuss your needs and how we help you succeed—locally, nationally or globally!

How can we help? *(Tell us about your organization)*

What is your name, title, company name, address, telephone, URL and e-mail address.

In which industry do you do business?

What do you do?

What products or services do you sell?

Where do you sell your products/services?

What are your objectives?

What is your target market?

E-mail this information to strategy@gapent.com



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Global Strategy With Imagination